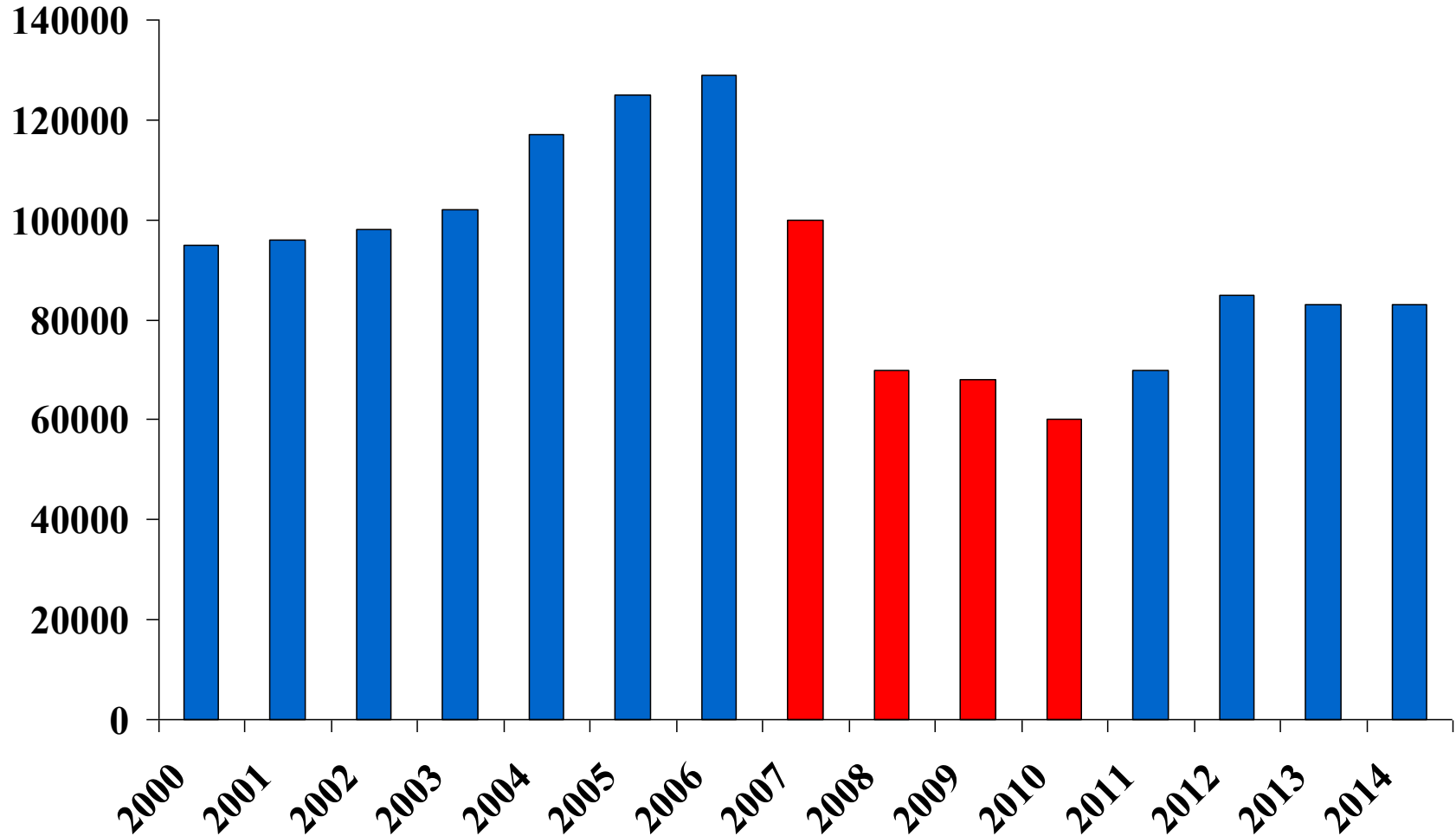


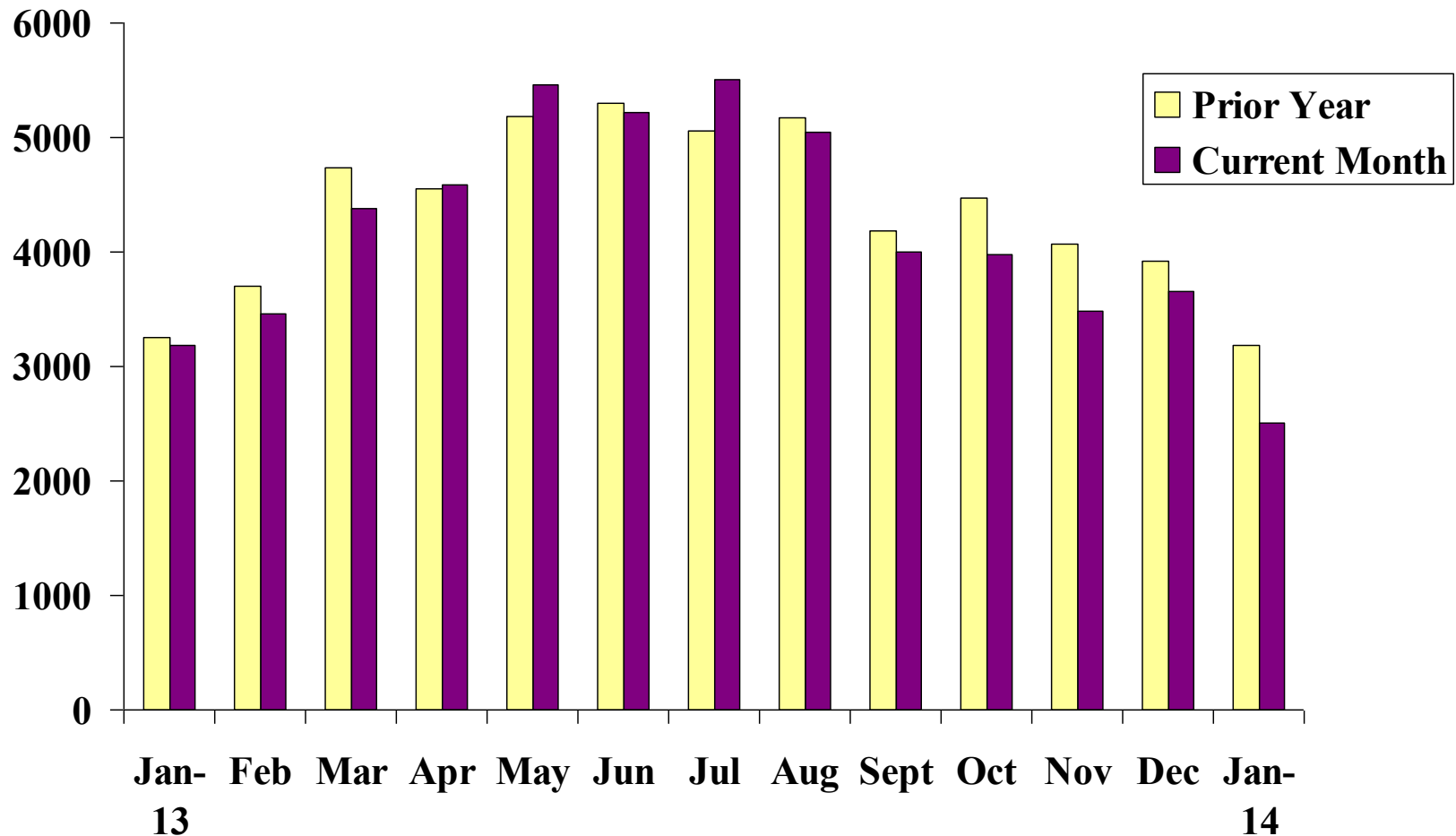
Greater Metro Atlanta Market

Metro Atlanta Homes Sold



**125,000 Homes Sold In 2006. 60,000 Homes Sold in 2010.
2013 Closings 1.3% Behind 2012. 2014 Similar To 2013.**

Metro Atlanta 2013-2014 Closings

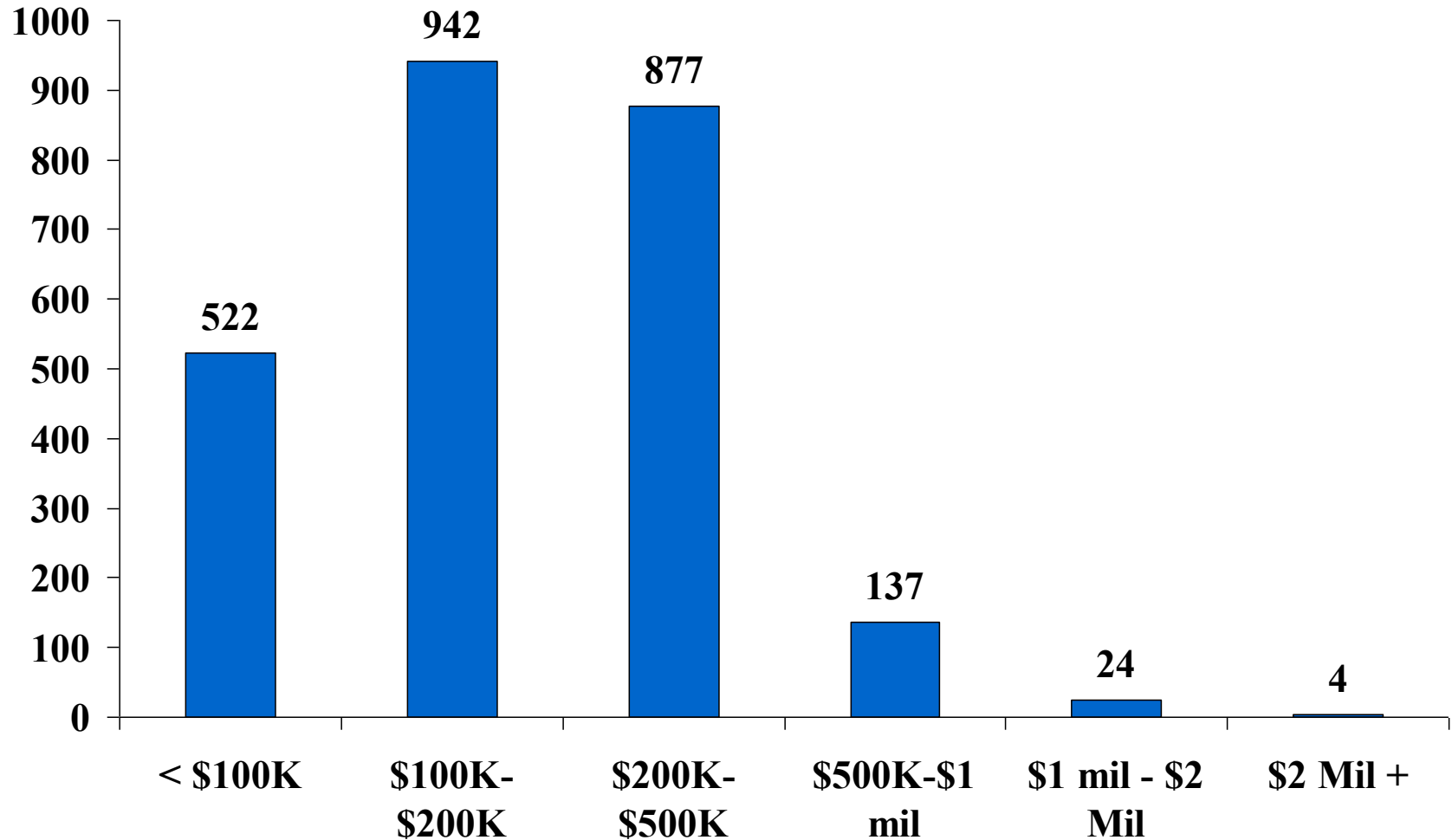


January Closings Down 39% Compared To December Closings

Jan. 2014 Closings Down 21.2% Compared To Jan. 2013 Closings

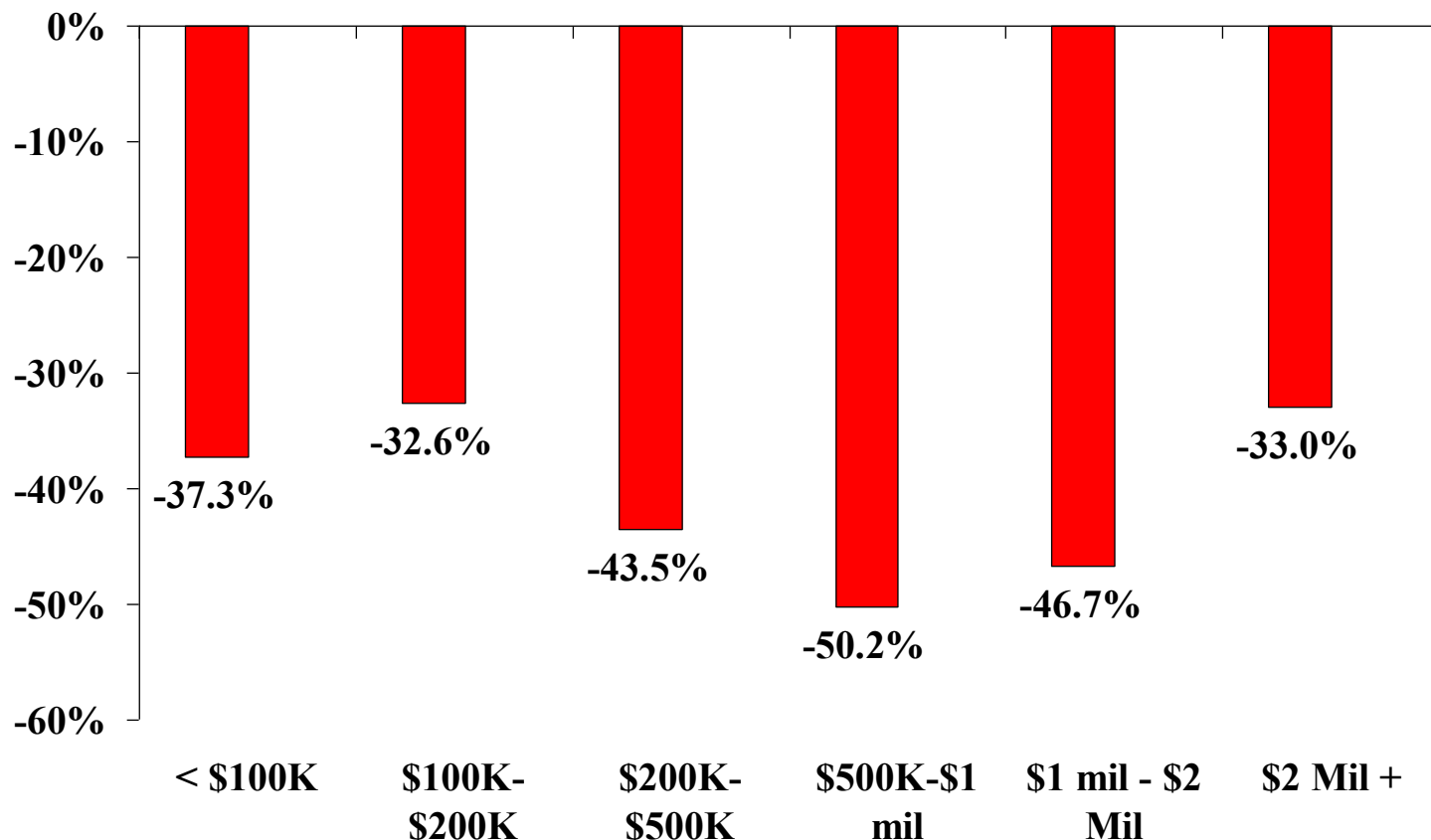
Metro Atlanta Closings – January 2014

(Number Of Transactions)



Metro Atlanta Closings

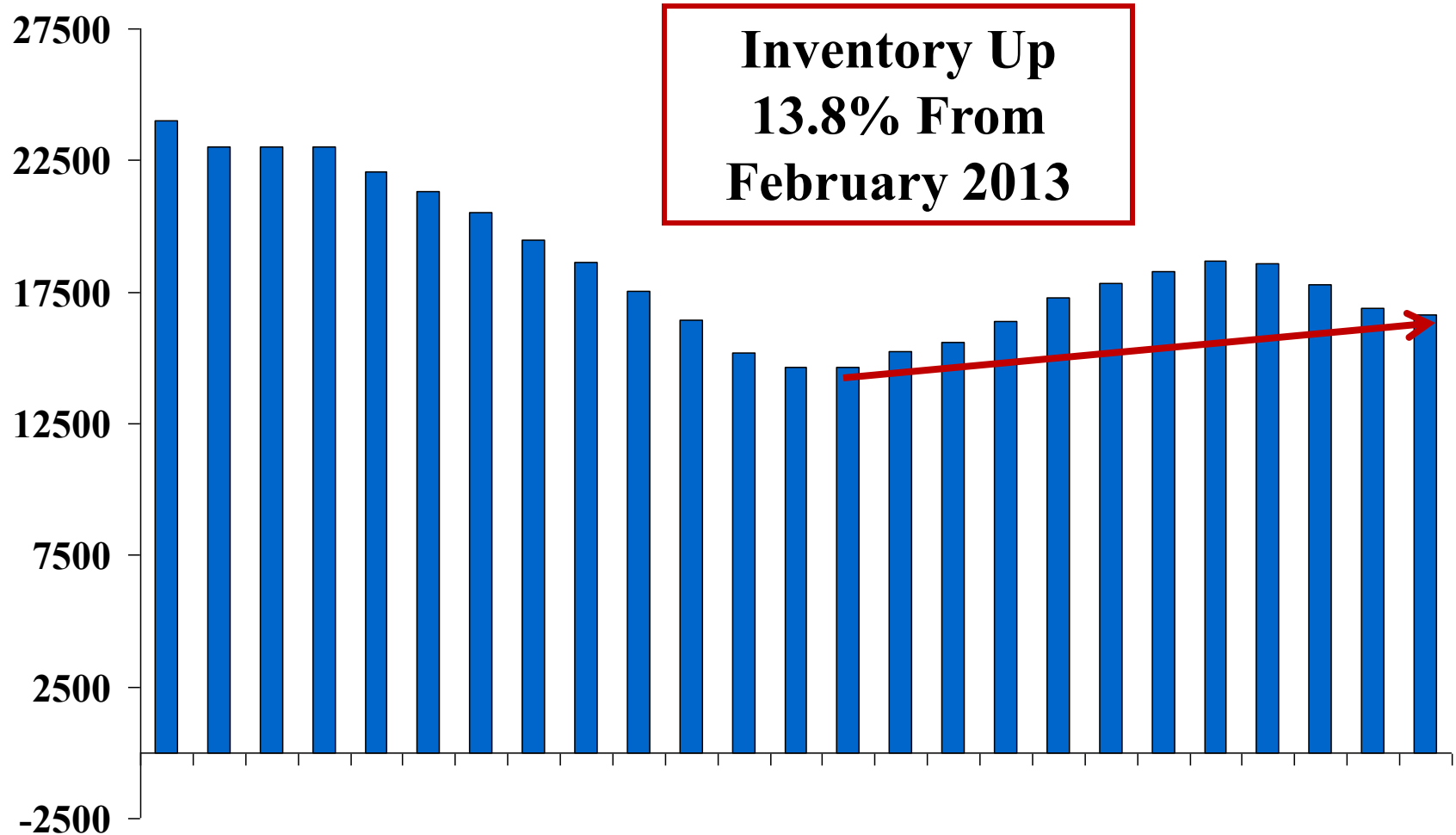
Jan. 2014 Compared To Dec. 2013



**Closings Under \$100K Down 55% From Last January.
Reflects Fewer Foreclosures & Investor Activity.**

Listed Inventory January 2012 - January 2014

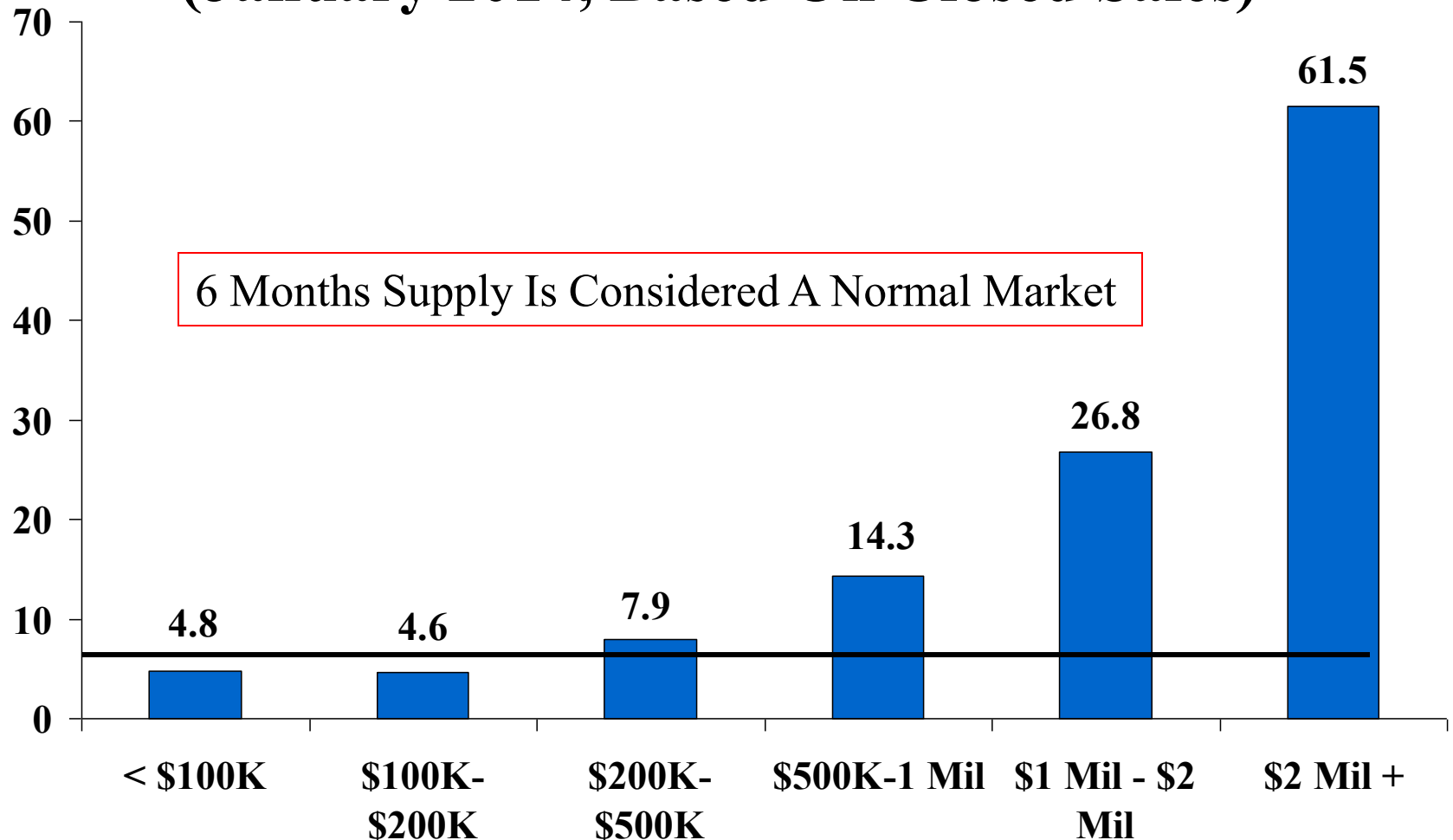
Residential Detached, Metro Atlanta



Inventory Down 1.3% from Dec. 2013, Up 13.8% from Jan. 2013

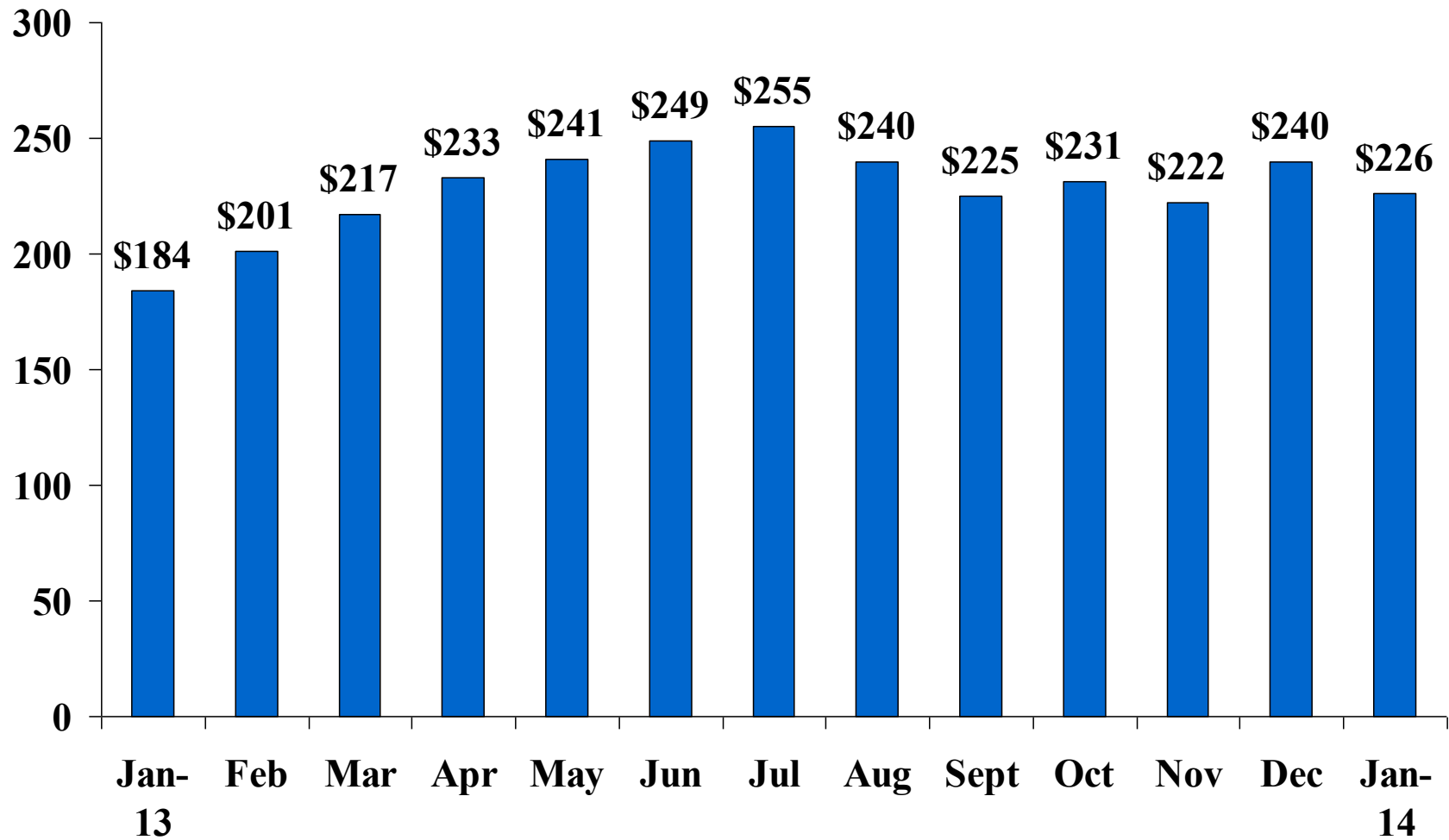
Metro Atlanta Months of Inventory

(January 2014, Based On Closed Sales)



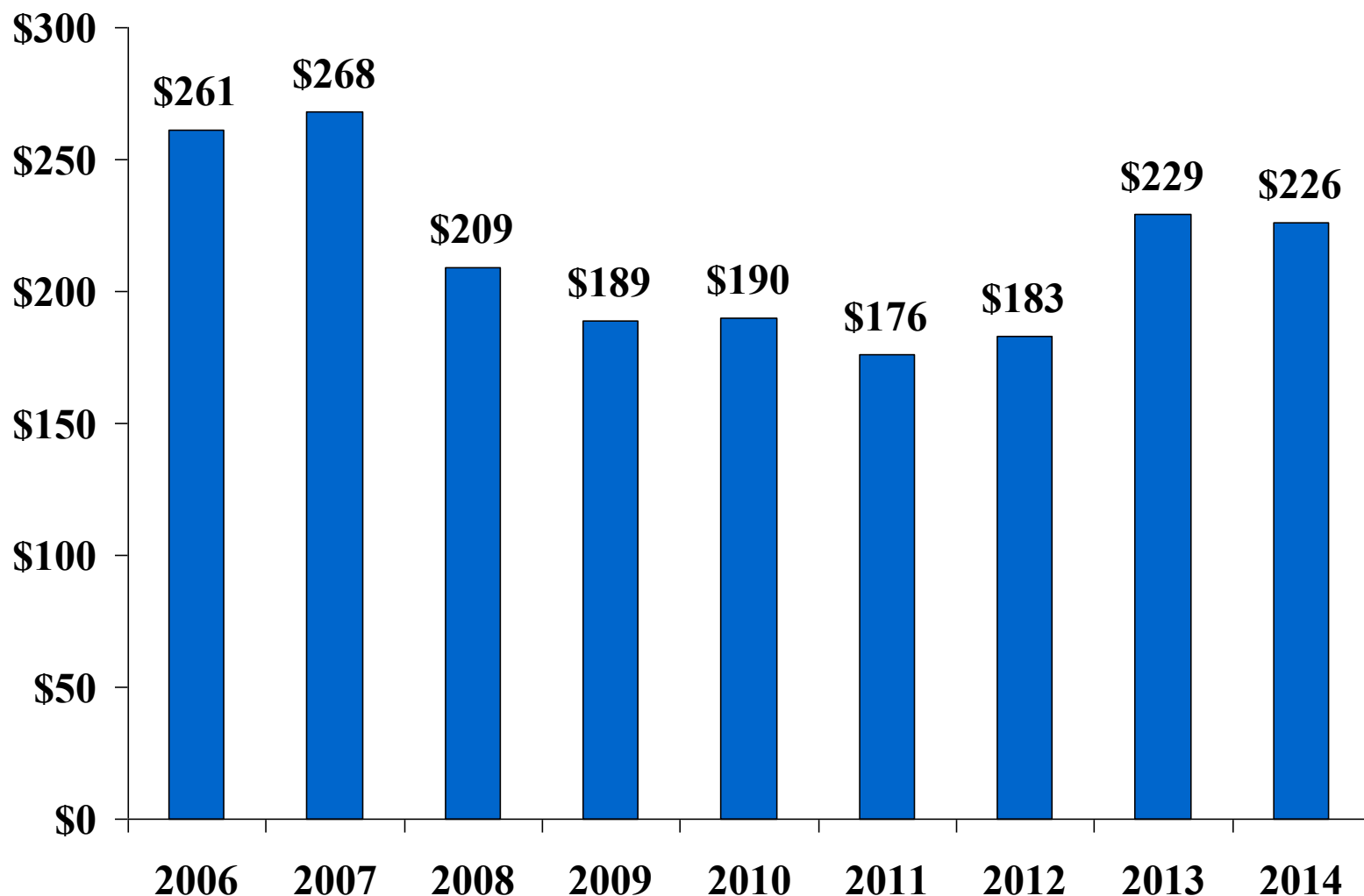
Overall “Months Of Inventory” Is 6.6 Months

Metro Atlanta Monthly Average Sale Prices



ASP Down 6% From Last Month & Up 23% From Last Jan.




Metro Atlanta Annual Average Sale Prices



Average Sales Price Up 28% From Bottom Of 2011

Metro Atlanta Foreclosure Comparisons

(Data by RealValuator)

		 Pre-Foreclosures		 Foreclosures		 REO Sales	
	Date	Activity	Average Amount	Activity	Average Amount	Activity	Average Amount
7-12 Mos	Feb-13	5,729	\$222,068	2,065	\$216,773	1,943	\$108,271
	Mar-13	5,546	\$234,594	1,835	\$168,339	1,760	\$122,747
	Apr-13	6,597	\$220,503	1,674	\$167,276	1,364	\$104,168
	May-13	6,339	\$213,459	1,177	\$187,830	1,321	\$113,389
	Jun-13	6,429	\$241,535	1,269	\$165,802	883	\$118,890
	Jul-13	8,055	\$268,318	1,527	\$176,392	816	\$112,681
4-6 Mos	Aug-13	5,137	\$259,057	1,826	\$215,986	718	\$134,092
	Sep-13	4,831	\$236,017	1,183	\$173,454	605	\$130,031
	Oct-13	5,019	\$255,097	1,081	\$177,363	547	\$150,878
1-3 Mos	Nov-13	3,977	\$254,480	1,173	\$340,264	503	\$113,576
	Dec-13	4,183	\$220,830	724	\$230,465	530	\$141,408
	Jan-14	3,439	\$254,213	164	\$396,892	269	\$116,958
Grand Total		65,281 notices 34,452 properties	\$240,014	15,698	\$218,070	11,259	\$122,257

Baby Boomers Are #1 Buyer Segment

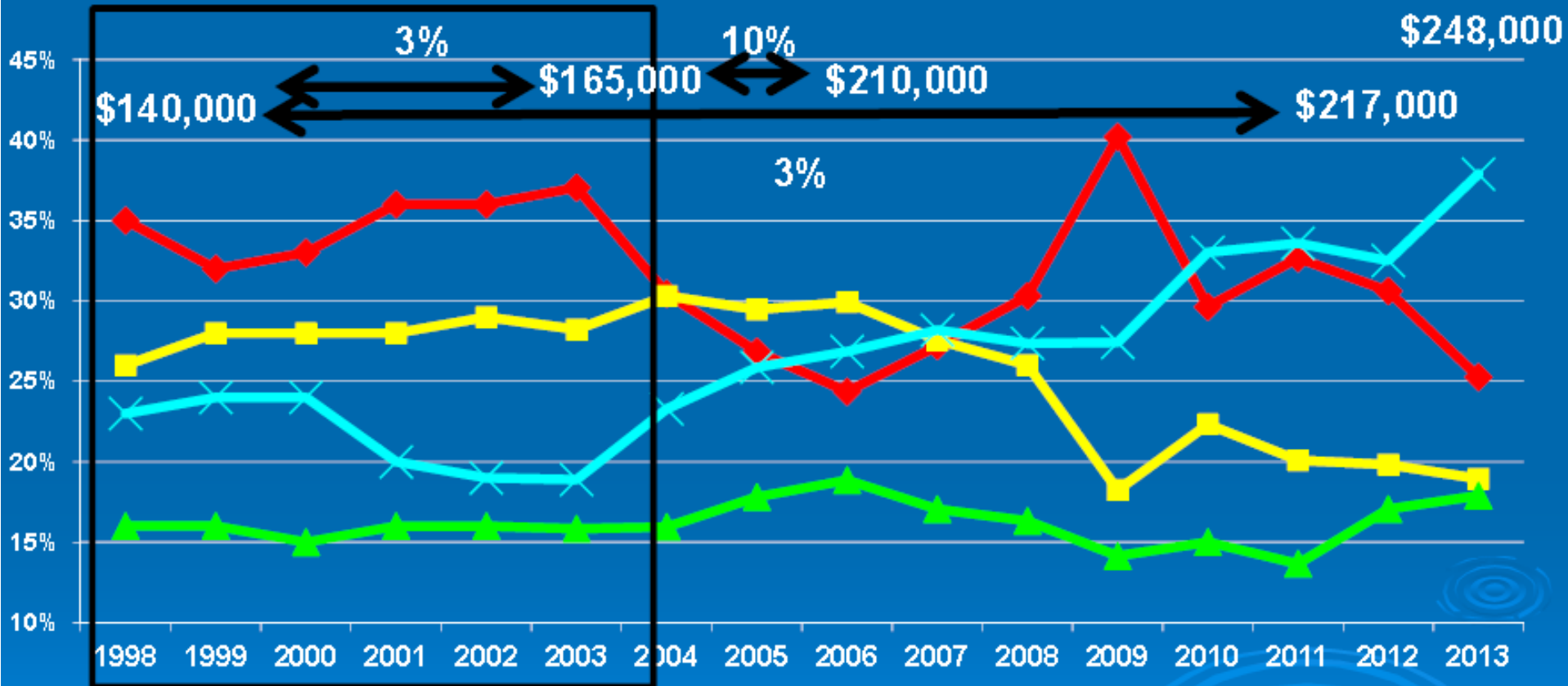
Up 14% in
Less Than
a Year!

FIRST TIME

FIRST MOVE UP

SECOND MOVE UP

THIRD OR HIGHER



“Normal”
Atlanta

Case-Shiller Index For Metro Atlanta

(November 2013 Results - Reported January 2014)

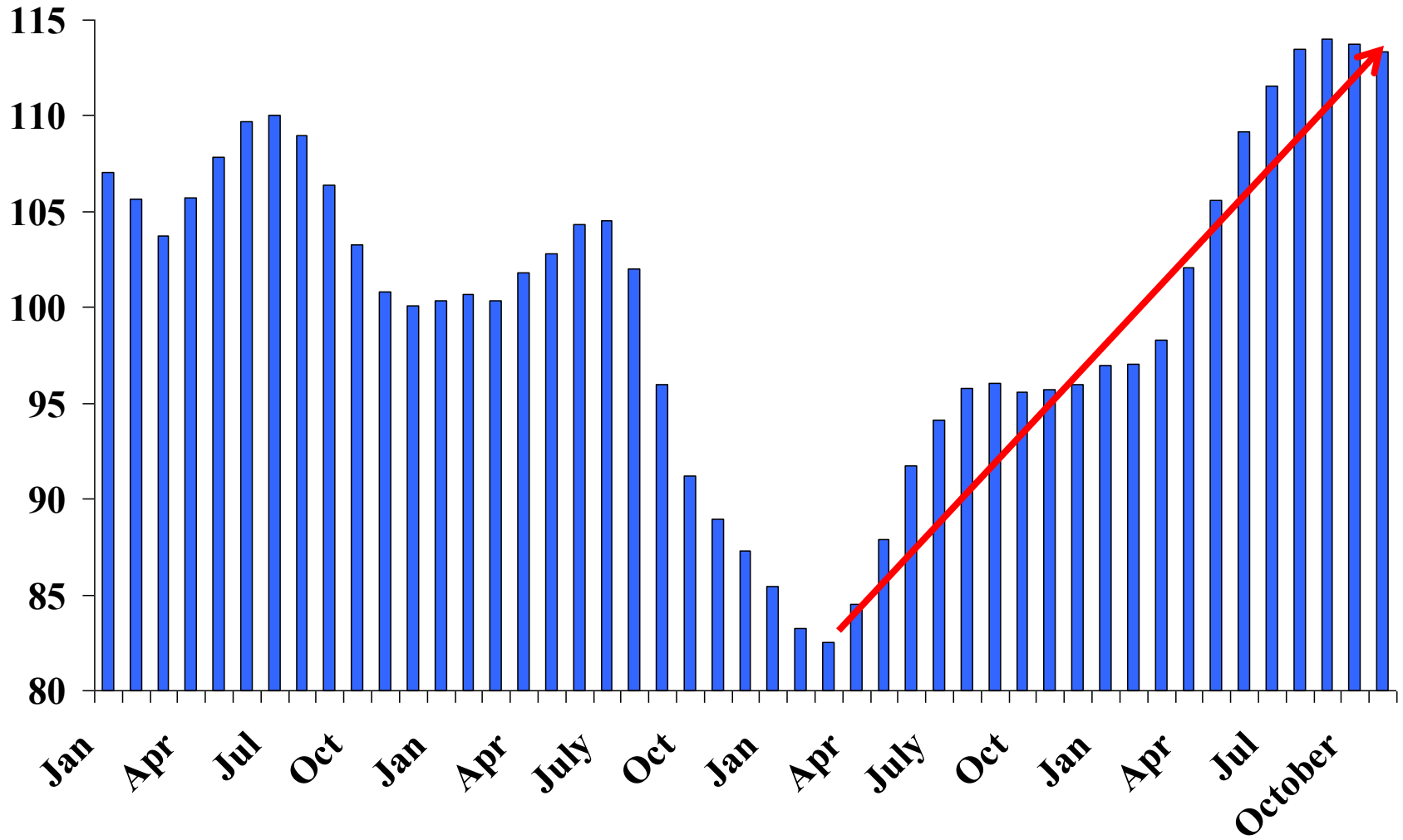
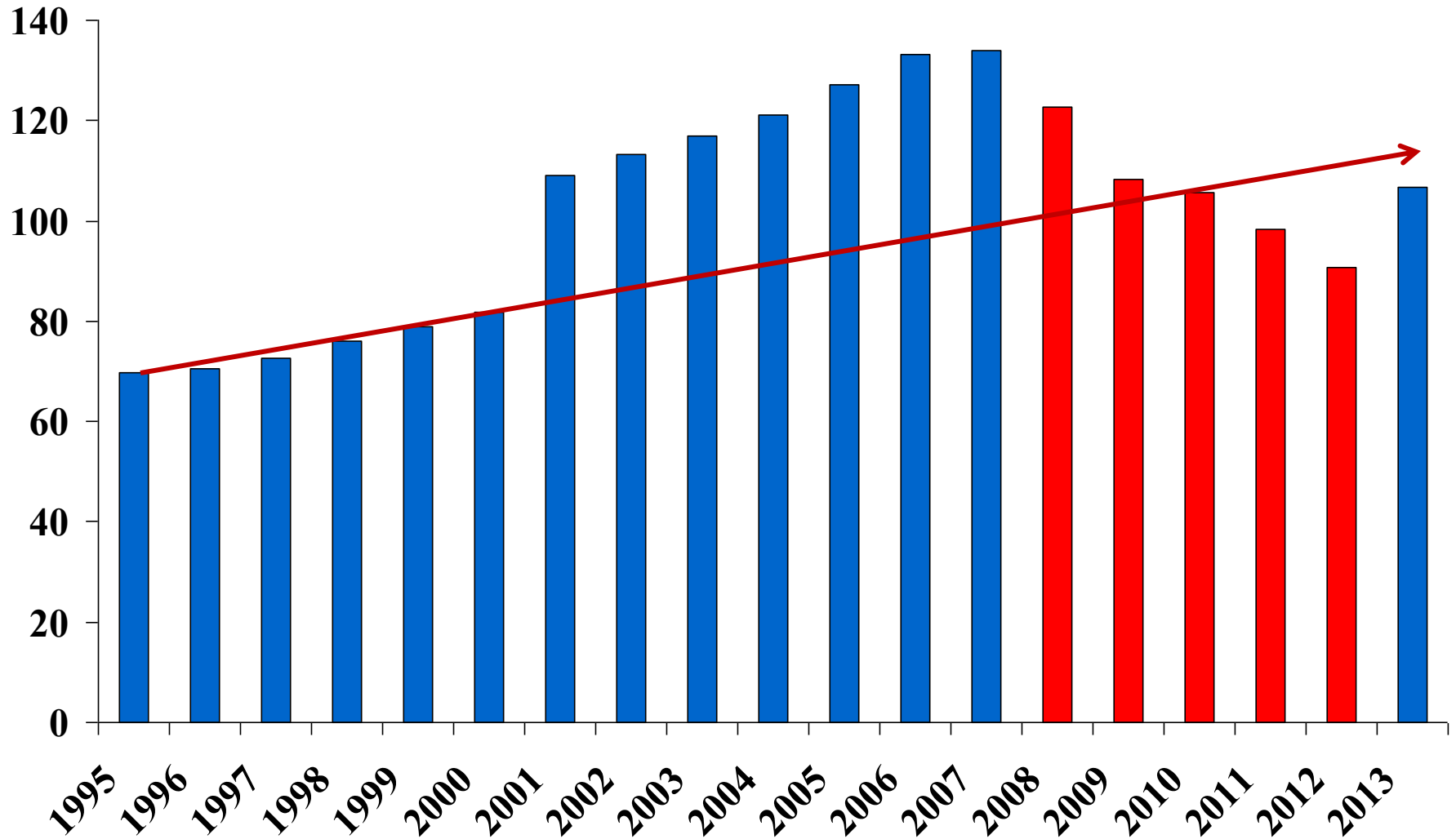


Chart Shows Index Results January 2010 Through November 2013
Home Values Up 37% From Bottom of March 2012 – But Leveling.

Case-Shiller Home Values For Metro Atlanta

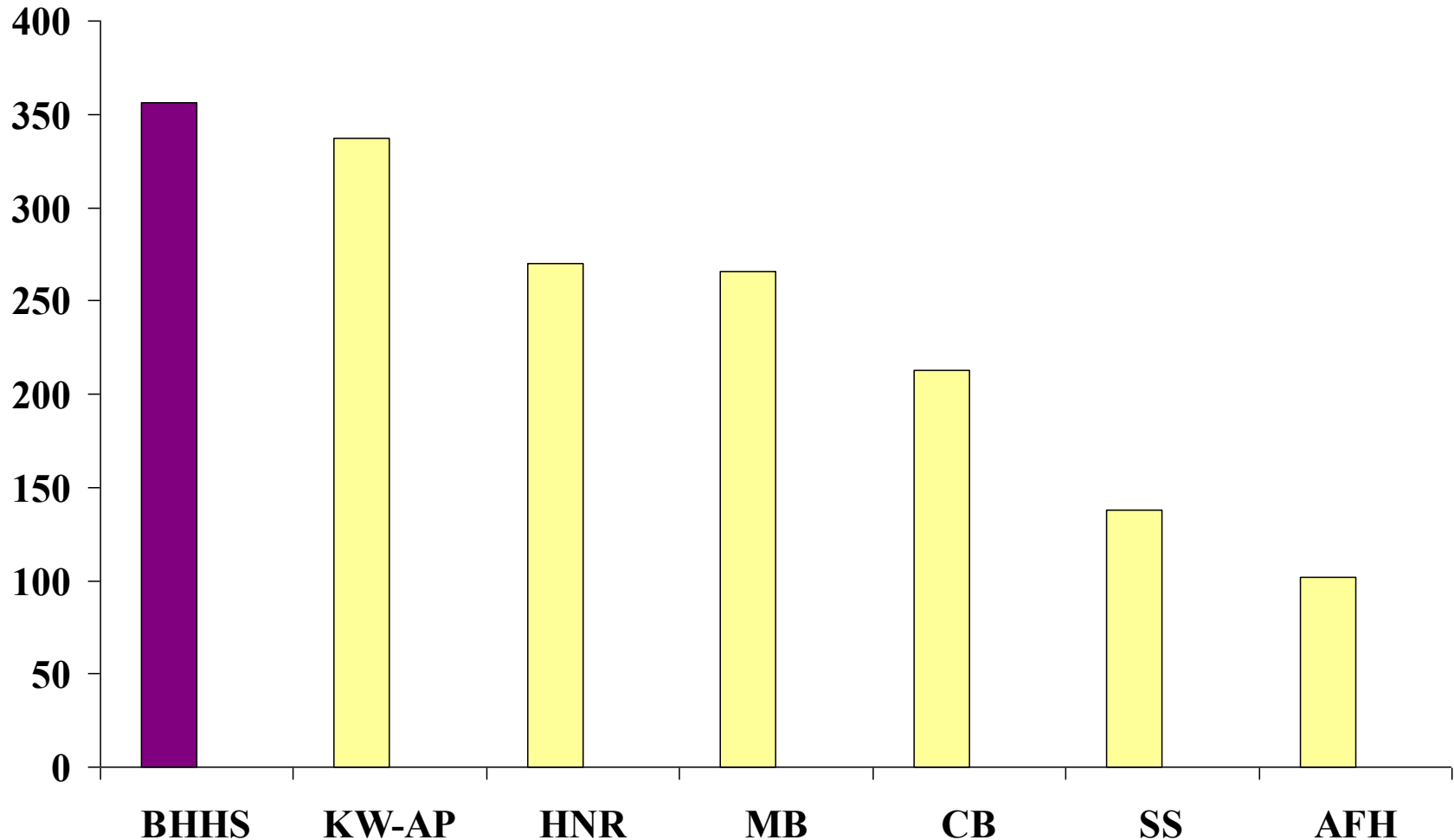


- Peak was July 2007. Current Home Values Remain Below The Normal Trend Line. But Prices Are Correcting!

**Berkshire Hathaway
HomeServices
Georgia Properties**

YTD Transactions – January 2014

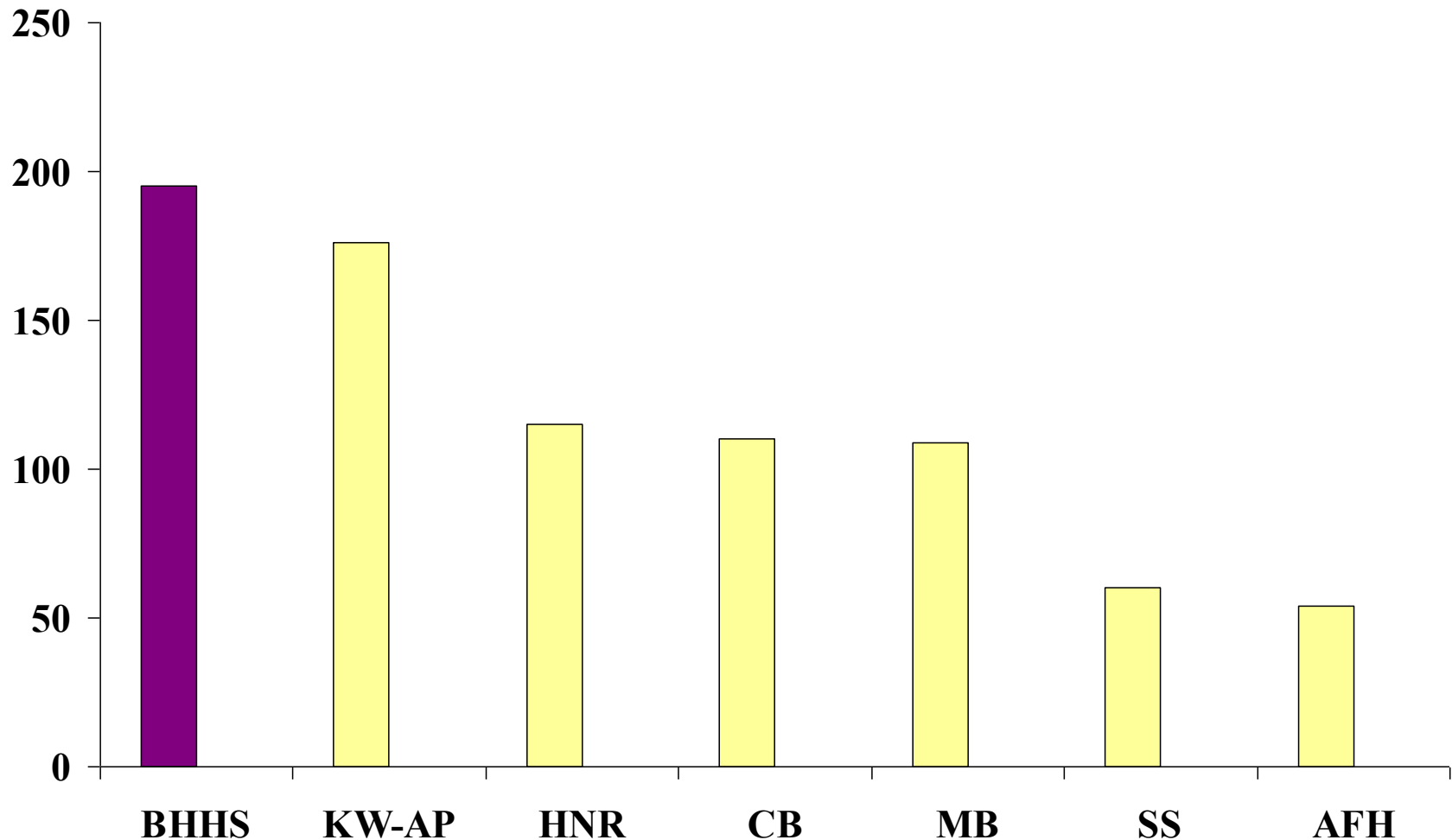
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

YTD Listing Sales – January 2014

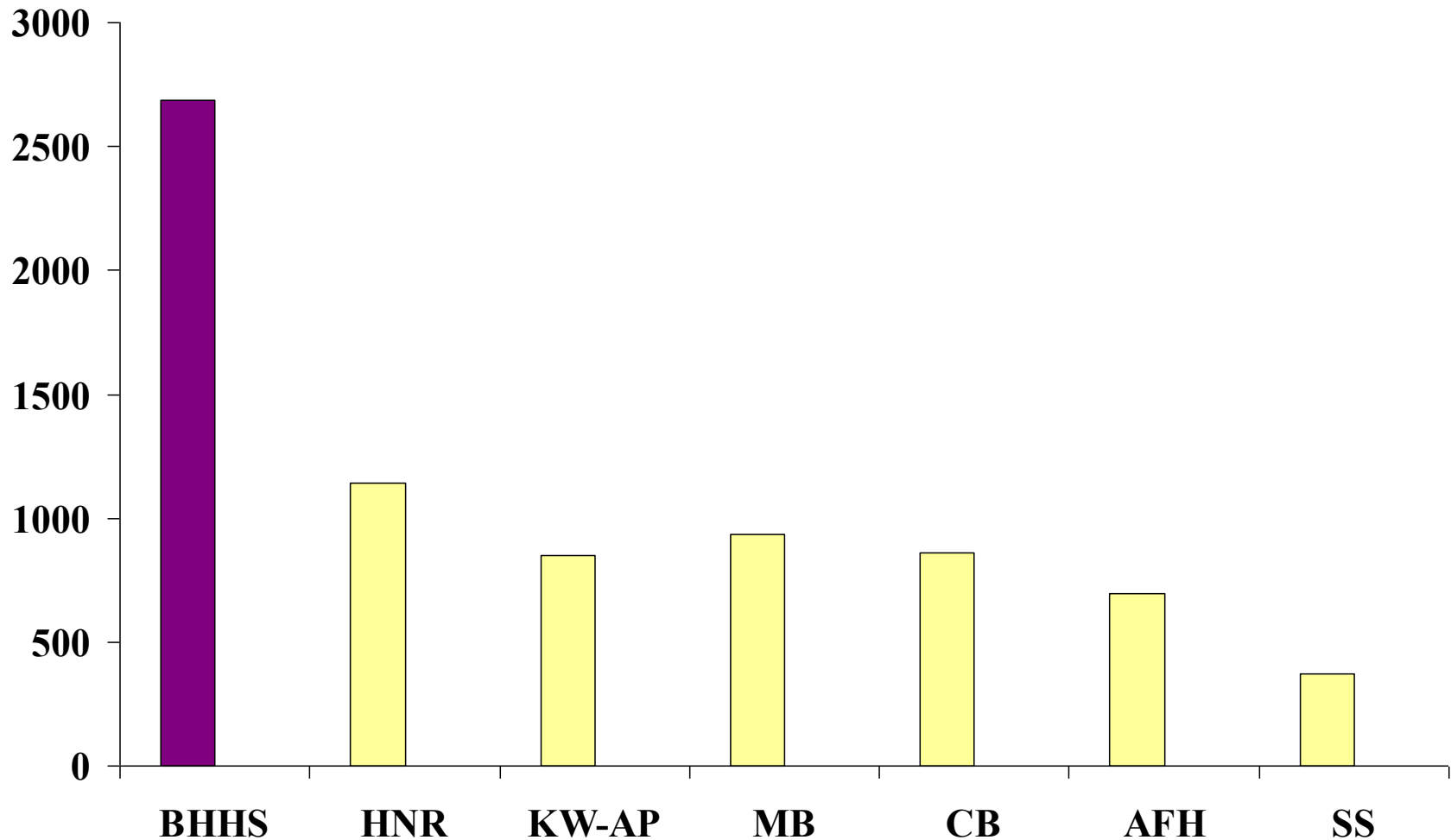
FMLS Counties + Southern Crescent



Information Provided By Trendgraphix.

YTD Listing Inventory – January 2014

FMLS Counties + Southern Crescent

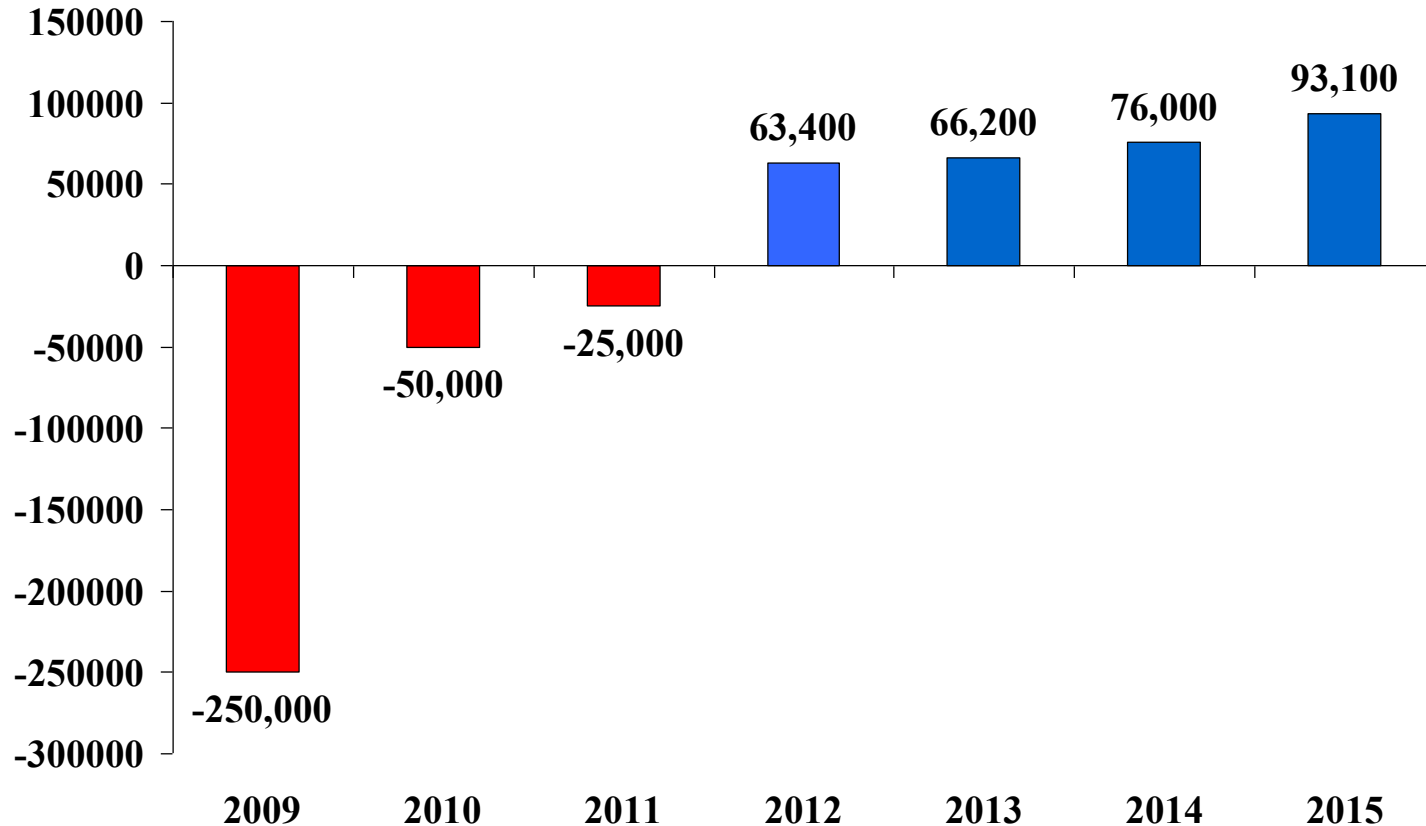


Information Provided By Trendgraphix.

Economic & Housing Trends

More Jobs In Georgia!

(Reports From UGA Terry College of Business/
Georgia State Economic Forecasting Center)

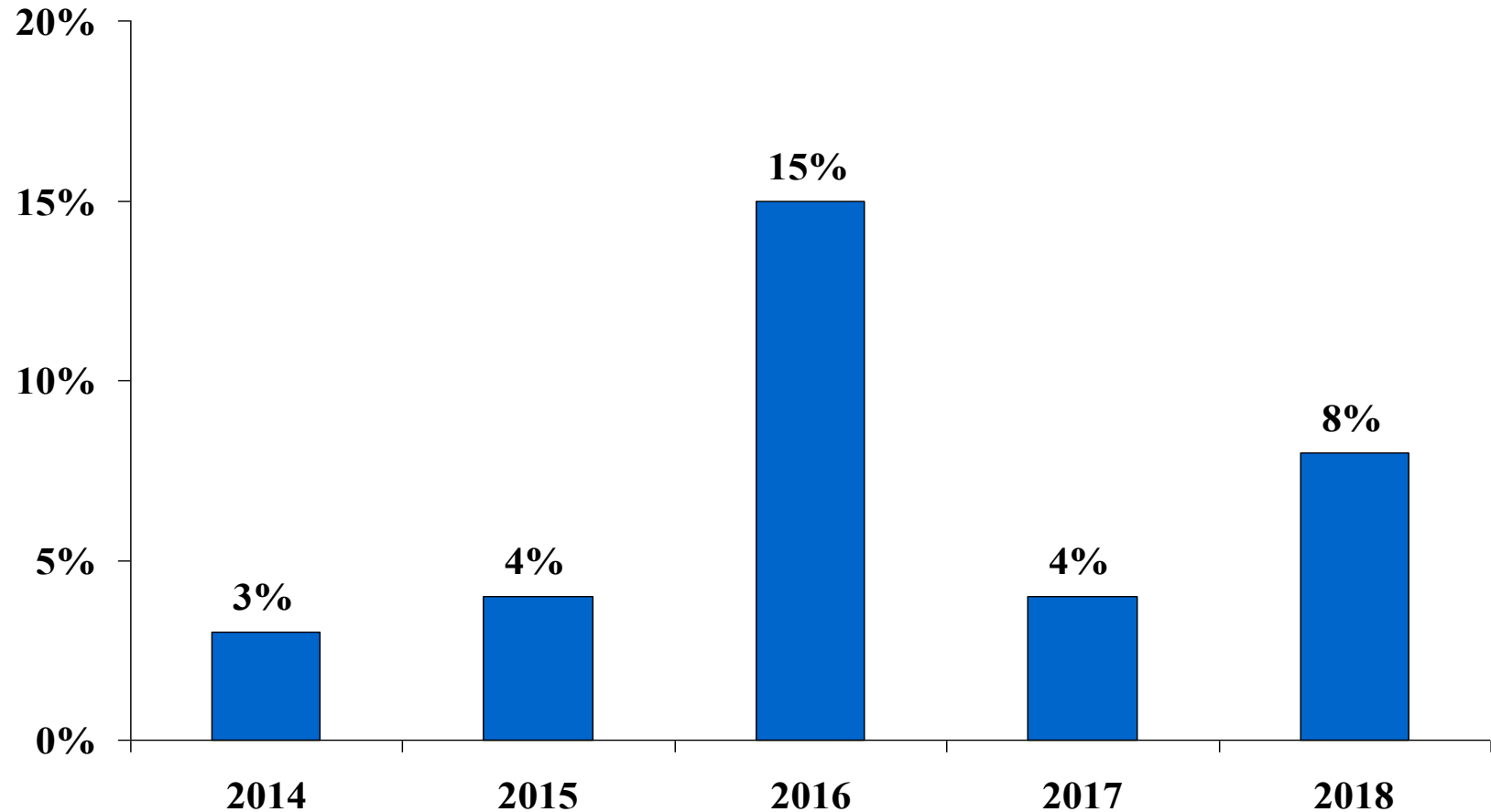


- Georgia Lost 325,000 Jobs In The Great Recession.
- 2012 Restarted Positive Job Growth Trend!

Home Value Trends For Metro Atlanta

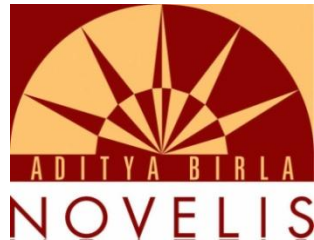
Forecast By Rajeev Dhawan, GSU Economic Forecasting Center

Provided At ABR Residential Summit on 2/10/14



- Average Annual Appreciation is 6.8%. Drivers Include Job Growth, Population Growth, Pent-Up Demand, Historically Reasonable Mortgages, New Homes Help Drive Up Overall Values.

Major Group Moves



Baxter

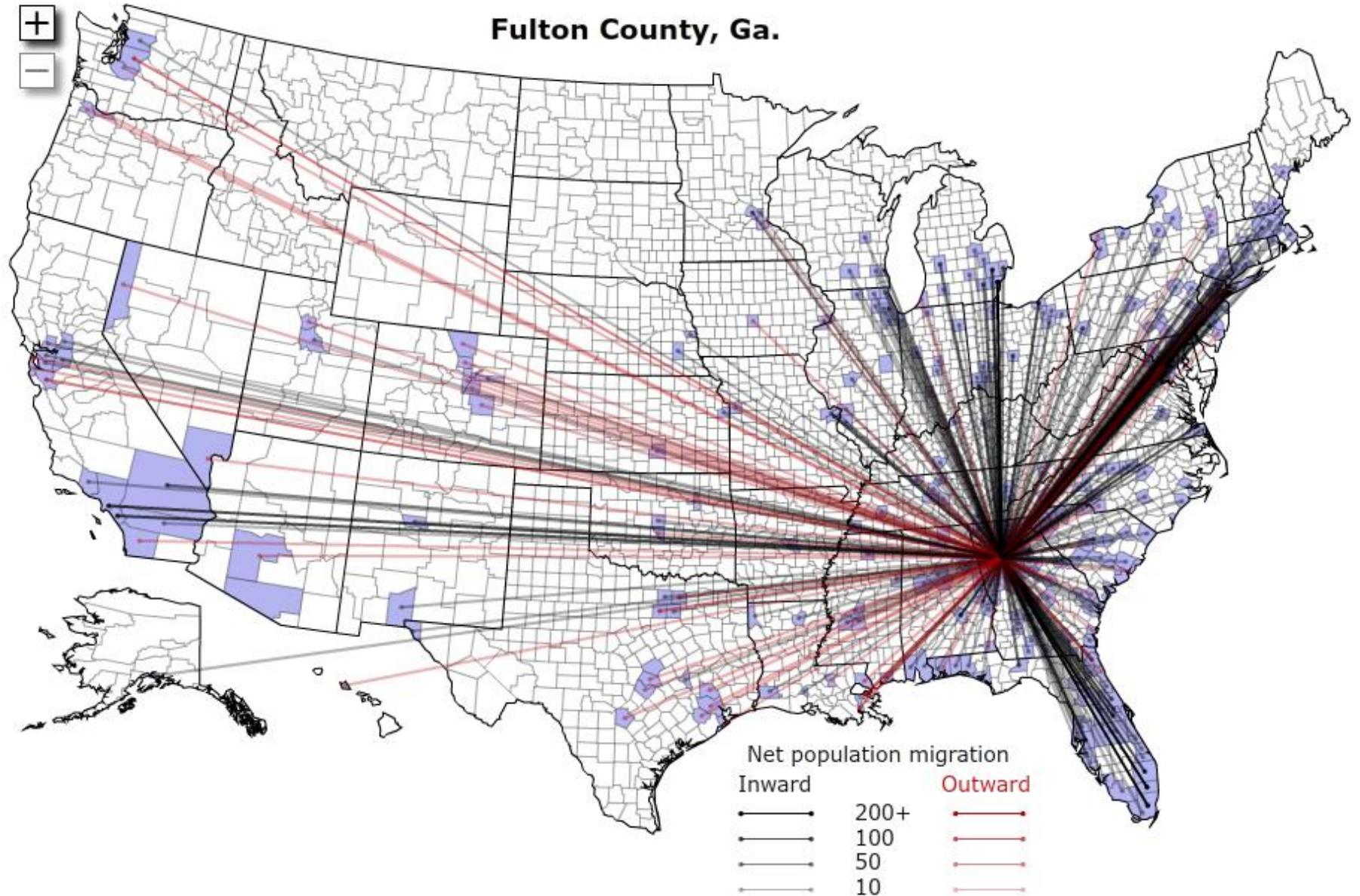


PORSCHE



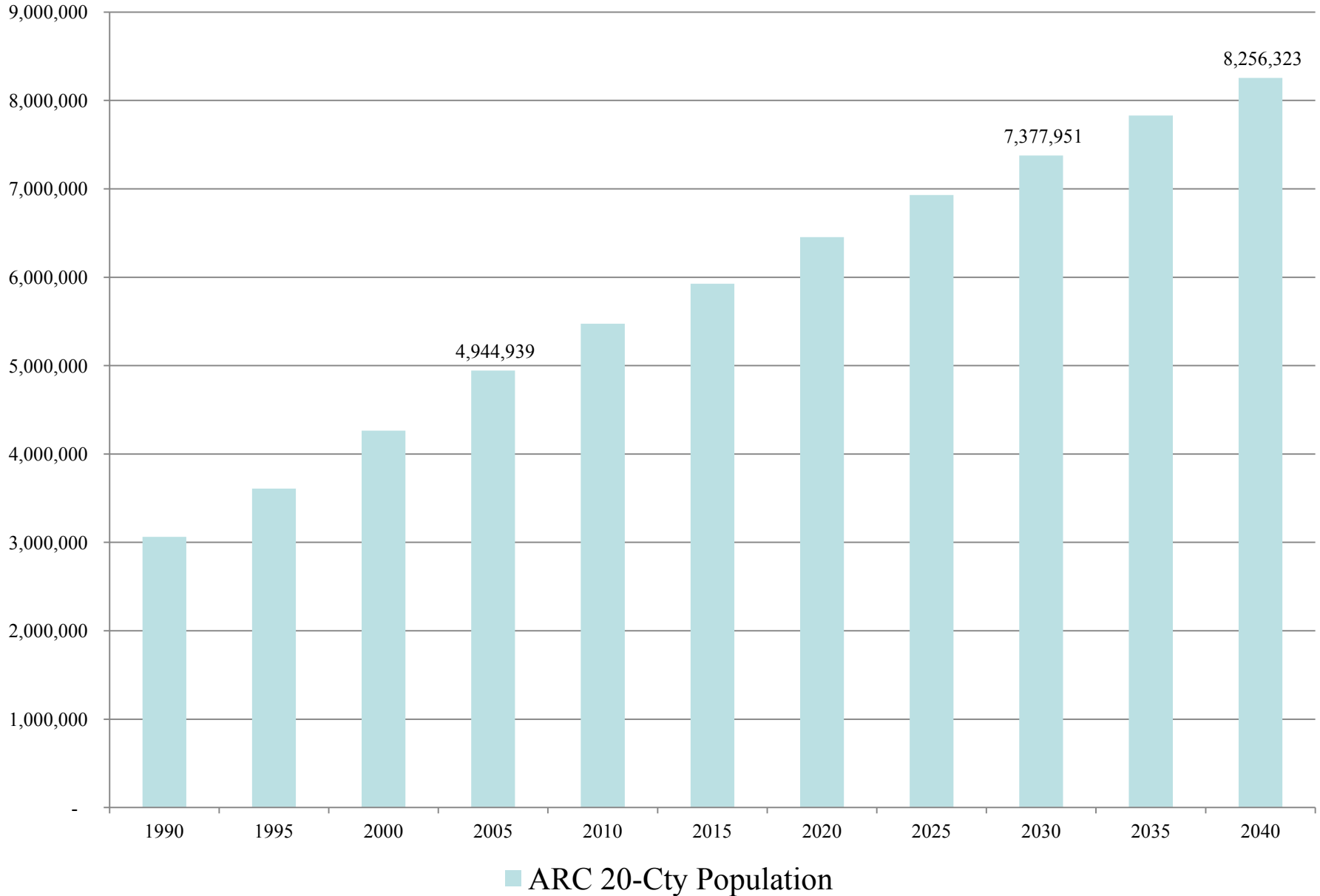
And More Coming ...

Rustbelt To Sunbelt



Forecast Population Growth

20-County Forecast Area



Baby Boomers Are Coming To Be Close To Their Children & Grandchildren.

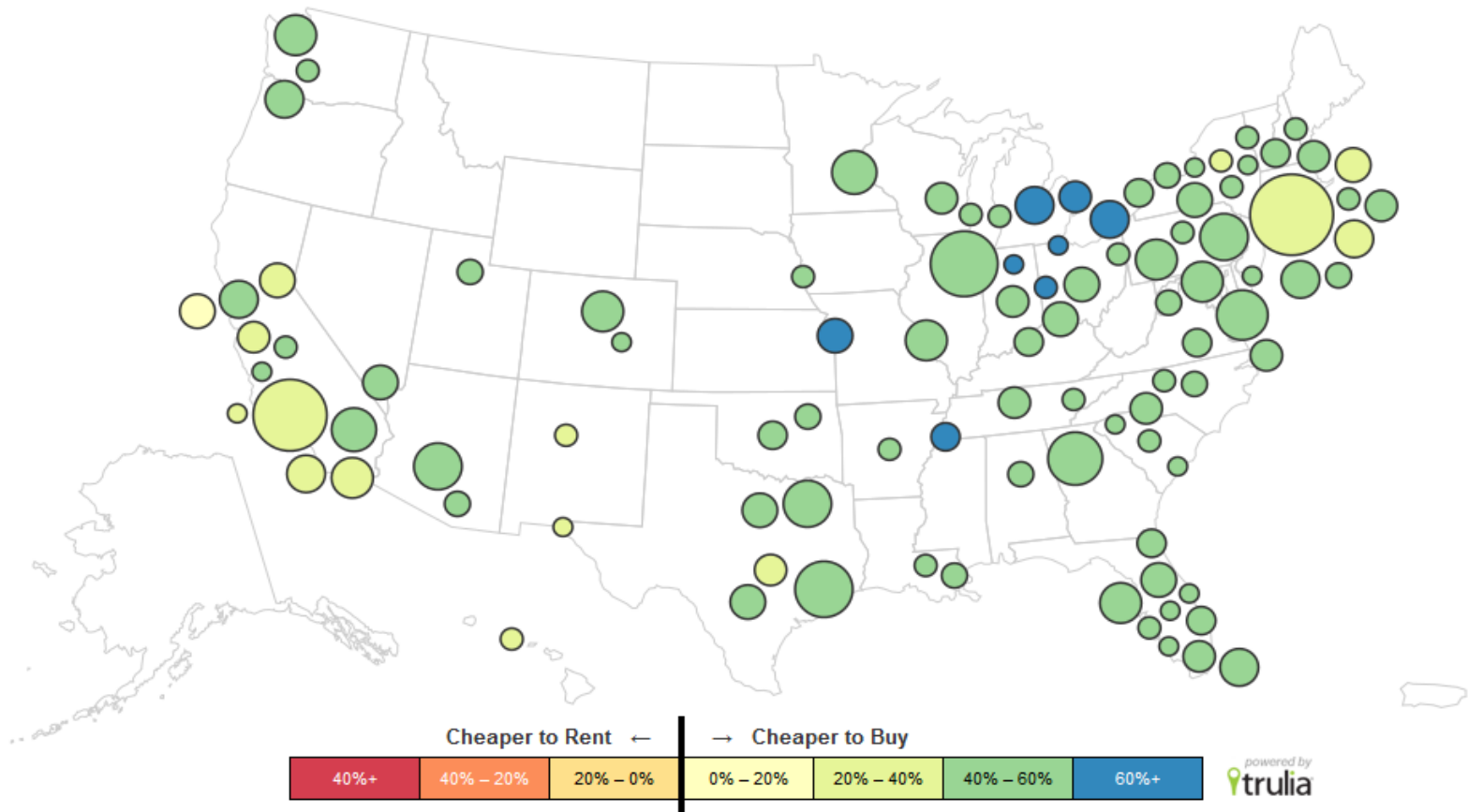
	Total Population	Rank of Share				
		Under 20	20-64	65+	25-39	45-59
Dallas	6,144,489	3	9	25	1	24
Atlanta	5,271,550	5	6	27	2	19
Phoenix	4,179,427	4	24	15	4	26
Denver	2,466,591	11	5	24	4	12
Riverside	4,081,371	1	27	22	5	27
Houston	5,629,127	2	10	26	6	21
Portland	2,174,631	19	2	19	7	7
Seattle	3,309,347	22	1	20	8	3
Sacramento						
Washington						
Los Angeles						
San Diego						
San Francisco						
Orlando						
Minneapolis						
Chicago						
New York						
Boston	4,482,857	23	8	9	18	10
Cincinnati	2,134,864	9	19	13	19	14
Baltimore	2,668,056	17	11	11	20	9
Detroit	4,467,592	13	18	12	21	5
Philadelphia	5,827,962	16	21	5	22	13
St. Louis	2,802,282	15	20	7	23	8
Miami	5,413,212	24	26	3	24	17
Tampa	2,723,949	25	25	1	25	16
Cleveland	2,096,471	20	23	4	26	2
Pittsburgh	2,355,712	27	22	2	27	1

Metro Atlanta Has The:

- #2 Population Age 25-39
- #5 Population Under 20

Source: Census Bureau

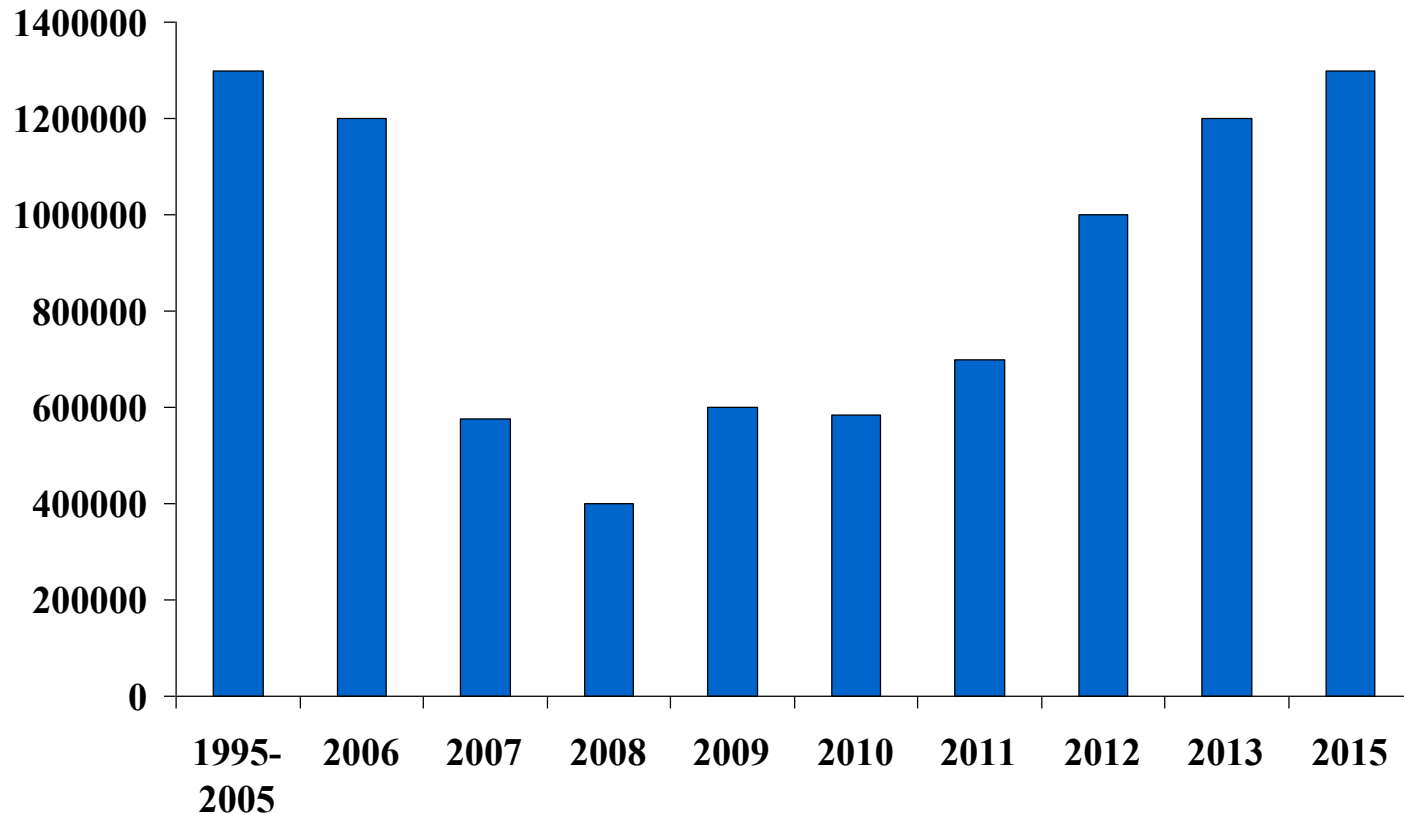
Metro Atlanta Is 56% Better To Buy Than Rent



Rental Bubble May Be Looming With Over 13,000 Multi-Family Rental Units Under Construction Or Proposed

U. S. Household Formation Trends

Demand For 1st Time Buyers Will Be Strong!

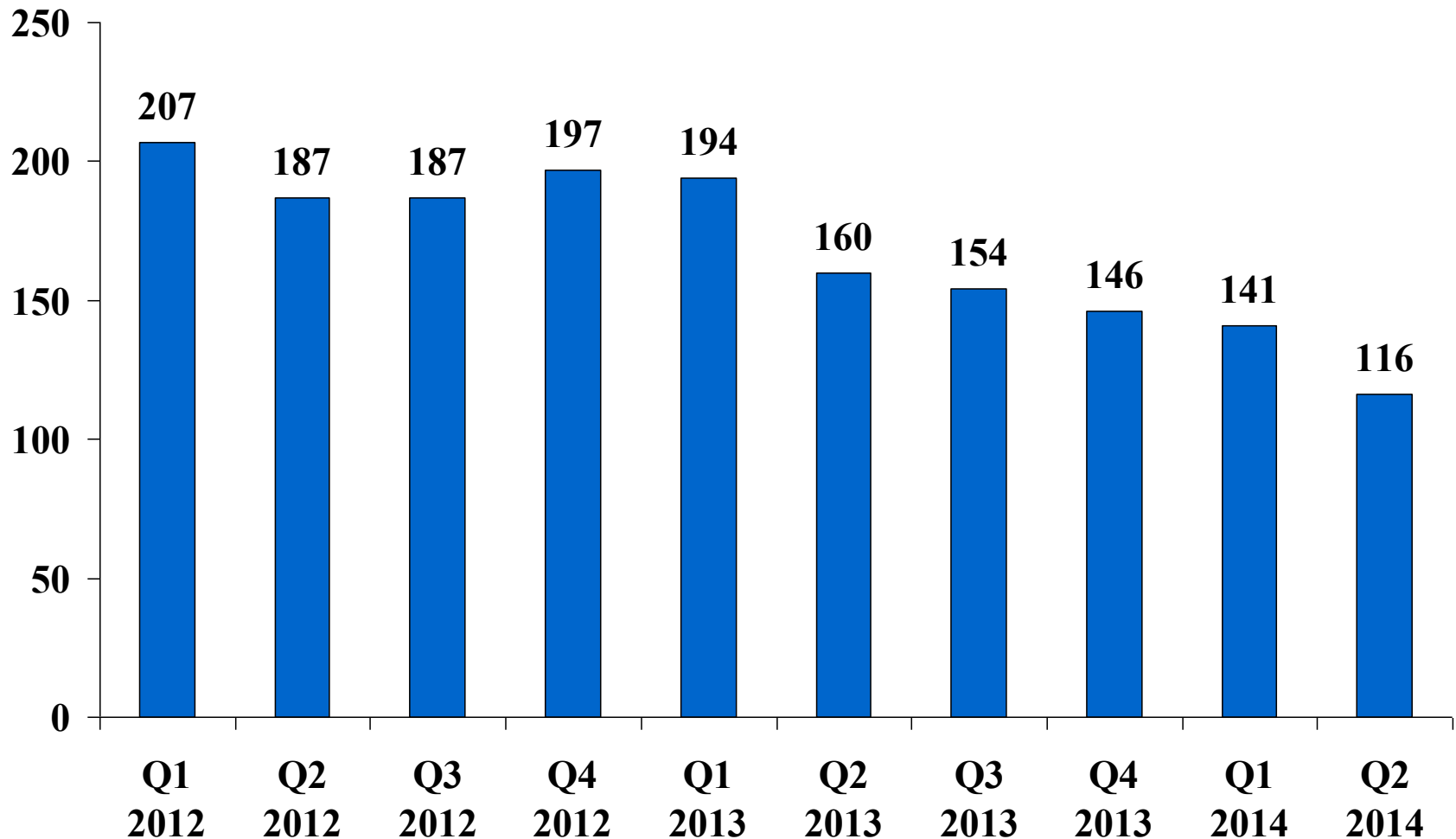


Source: U.S. Census, JCHS Household Growth Projections, Goldman Sachs

- **New Household Formation Dropped From 1.2 Mil (2006) To 400,000 (2008)**
- **Growing To 1.2 Million In 2013. Lots Of Pent-Up Demand.**
- **4 Million Students Per Year Graduate From College For Next 10 Years!**

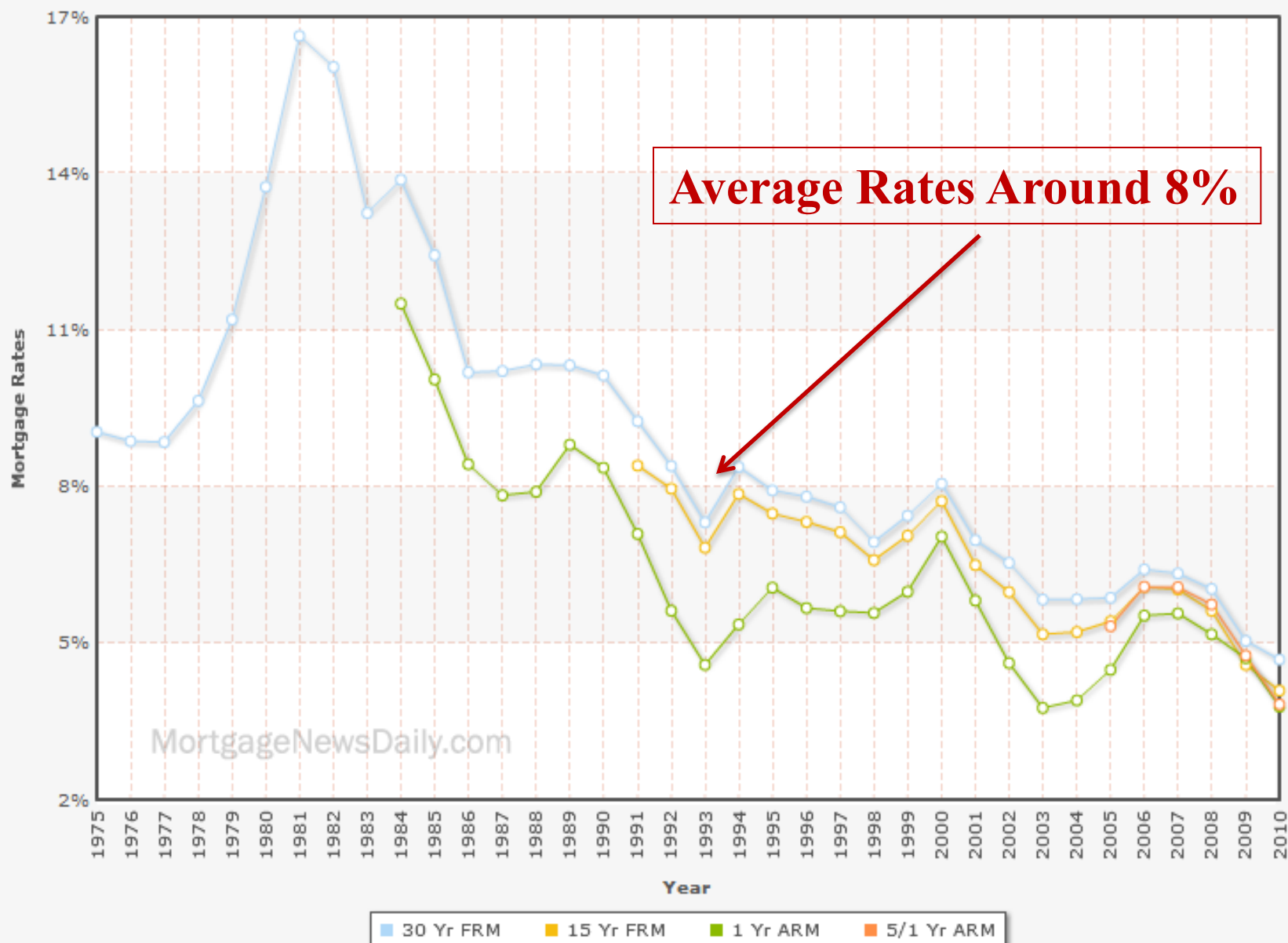
National Housing Affordability Index

(Combination of home prices and mortgage rates)

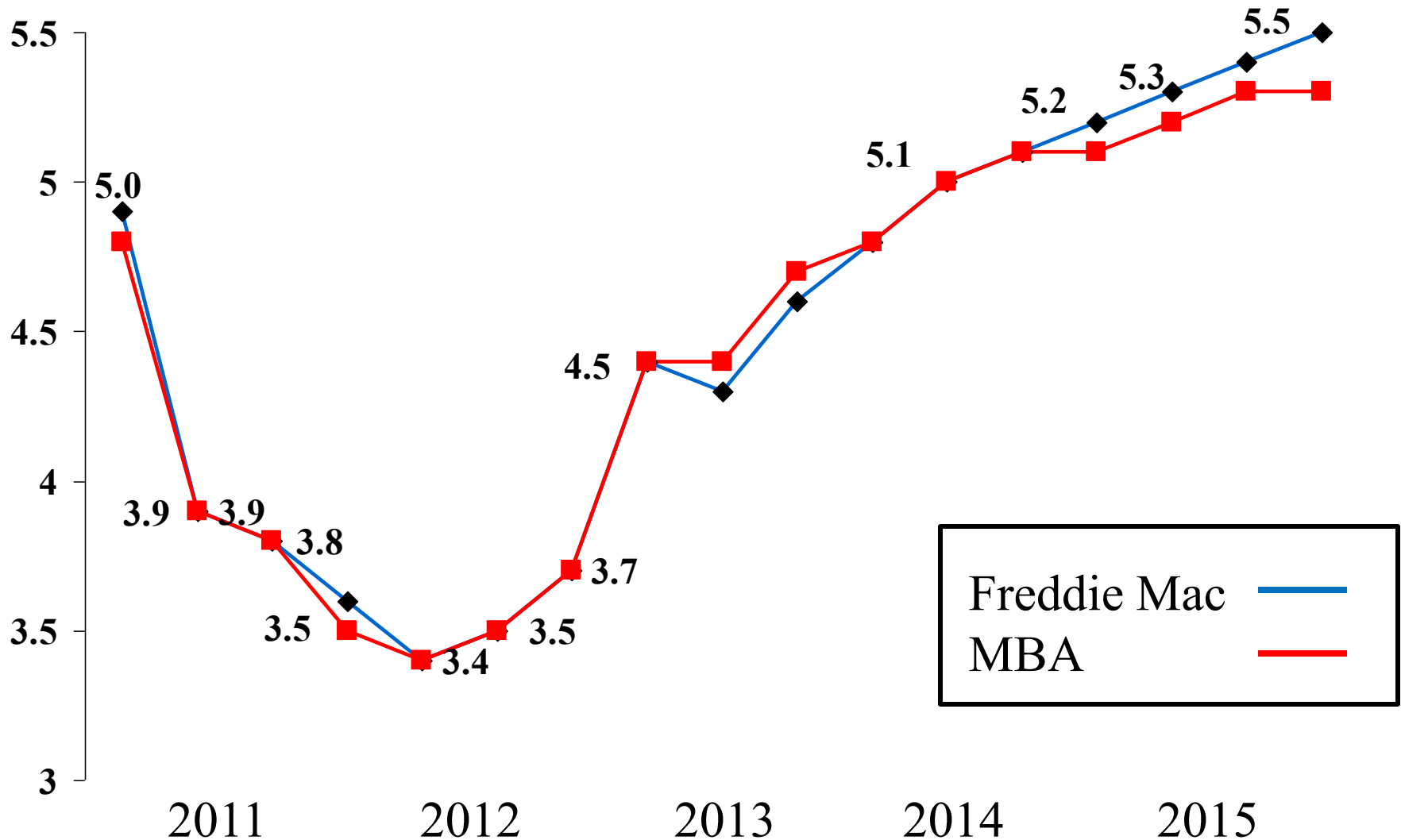


**Prices Improving and Mortgage Rates Rising.
But Home Affordability Remains Historically Favorable.**

U.S. Average Weekly Mortgage Rates (36 Years)



Freddie Mac & Mortgage Bankers Association 30-Year Fixed Rate Forecast (January 2014) 2010 – 2014 Quarterly Averages



Increasing Mortgage Rates Make A Significant Difference In Home Affordability

Amount Of Mortgage	3.5% Mortgage	30-Year Cost	5% Mortgage	30-Year Cost	8% Mortgage	30-Year Cost
\$200,000	\$898	\$323,280	\$1,073	\$386,280	\$1,467	\$528,120
\$300,000	\$1,347	\$484,920	\$1,610	\$579,600	\$2,201	\$792,360
\$400,000	\$1,796	\$646,560	\$2,147	\$772,920	\$2,935	\$1,056,600
\$500,000	\$2,245	\$808,200	\$2,684	\$966,240	\$3,668	\$1,320,480
\$1 million	\$4,490	\$1,616,400	\$5,368	\$1,932,480	\$7,337	\$2,641,320